

The Pioneer of Tailoring at Moderate Prices.

The Wonderful Growth and Development of the Mertz and Mertz Co., the Largest Tailoring Business in Washington.

The life story of the well-known tailoring firm of Mertz and Mertz Co. is an interesting tribute to enterprising methods and advertising.

The birth of the business dates back to 1874, when the original firm of Seltz & Mertz moved from 1111 Pennsylvania avenue to Vernon Row, at 10th street and Pennsylvania avenue. In 1876 the firm of Seltz & Mertz moved to 9th and E, the first tenants of this building, and with Mr. Seltz as cutter and Mr. Mertz as manager, built up a thriving tailoring trade.

Soon the need of more room forced the concern to move to 1009 F street—a building built by Columbus Alexander and now occupied by Woodward & Lothrop.

The next move was to 514 11th street, which store was erected especially for the use of this firm.

In 1893 the building now occupied at 906 F street was completely remodeled and an addition covering the entire lot erected to accommodate a tailoring business that had grown through enterprise and sheer merit.

Mr. George L. Mertz of the present firm was employed as errand boy by the original firm of Seltz & Mertz in 1874. The partnership then existing was dissolved in 1880, and Mr. George L. Mertz continued with the new management till 1890, in which year he was given a full partnership in the business with his brother. This move was the consequent reward of merit. Through close attention to business, and because of his thorough knowledge of every detail of the tailoring trade, he was permitted to have sole management of the firm's establishment in this city.

Every year has developed the ability of Mr. Mertz in his chosen line. The business has continually thrived under his judicious guidance, and the recent growth has been such as to create the necessity of still more room.

Back in 1891 the firm of Mertz and Mertz was known far and near as high-price tailors. But with the advent of Mr. George L. Mertz as a full-fledged partner the energy and ambition of youth began to take effect and old-time methods gave way to principles that are being emulated throughout modern merchandising. Where \$45 was originally charged for a business suit the price was cut to \$25, and in 1893 the figure was reduced to \$20. This firm inaugurated the first suit to order for \$15, making the price for merchant tailoring as low as that charged for ready-made clothing. From that time Mertz and Mertz became known as the "New Era" tailors.

Of course, in the early days it required unusual facilities to turn out a tailor-made suit for as little as \$15, but such facilities were acquired and since then developed to such an extent that thousands of suits have been made to order for as little as \$10 at certain times, in order to keep a large permanent force of expert tailors constantly busy. The enormous output following the lowering of prices quite naturally attracted wide attention among wholesale woolen merchants, who always appreciate an opportunity to sell in bulk and willingly make concessions to those who buy in that way.

This one fact fully explains why Mertz and Mertz can make a suit to order for as little as \$10 and earn a fair profit, as the smaller dealers have to pay at least three times as much for the same fabrics and consequently charge much more for the finished garments.

The lowering of tailoring prices caused thousands of men to desert the ranks of the "ready-made," and this undoubtedly contributed largely to the growth and success of the Mertz and Mertz tailoring enterprise.

Any man, nowadays, can have a suit made to order for the cost of ready-made clothes, and have the pattern designed, cut and fitted to his individual needs.

In the tailoring workrooms of the firm of Mertz and Mertz are gathered the highest-priced skilled designers, cutters, tailors and finishers that can be employed. Every man is an expert, and a system prevails that allows nothing to go to waste—nothing to be overlooked.

Right treatment is accorded every patron of this concern. It's a business built on merit and right treatment. Every garment made must fit or it does not leave the shop. Every customer must be thoroughly satisfied, because the firm fully realizes the vast advertising value that lies in every man who is well pleased and perfectly satisfied with what has been done for him.

And thus it has come to pass that when people mention tailor-made garments one begins to wonder "What Mertz Will Say Today," and when new things are needed many are found ordering "At the Sign of the Moon."

OPEN EVENINGS.

"Buy the Man's Gift at the Man's Store."

The "Man's Store" A Success Beyond Parallel!

ONLY five years old and doing the clothing business of Washington.

Appropriate Gifts for the Man.

\$16.50 Overcoats, \$12.85.

In friezes and meltons—black or Oxford—gents of style and worthfulness. The best Overcoat value in Washington at \$12.85.

\$16.50 Sack Suits, \$13.75.

Give us a chance to try one on you—the suit will sell itself at \$13.75.

\$22.50 Tuxedo Suits, \$16.50.

Selling as fast as we can get them in—minutes you see one—you'll want one. Two styles—both with silk-faced shawl roll.

\$3.50 to \$5 Fancy Vests, \$2.85.

A special purchase of 200 Fancy Worsteds and Silk and Worsted Vests—in the brightest and newest colorings and patterns—just watch the gift buyers snap them up at \$2.85.

\$2 White P. K. Vests, \$1.39.

But we won't have one of them left by Christmas at the rate they are going now.

\$6.50 Silk or Opera Hats, \$5.

The others are selling them at \$6.50 and saying they are worth \$7.50. Our price \$5.

50c. Scarfs, 29c.

Come in and get a Handsome Scarf tomorrow for 29c. You'll say they're worth 50c., and mighty good values at that.

Adler's \$1.25 Gloves, \$1.

In gray suede or tan kid—fitted and warranted. A regular dress glove for \$1.

D. J. K. \$1 Dress Shirts, 79c.

Need no advertising—all they need is a trial. You'll want not less than half a dozen when you see them.

Handkerchiefs, 1/2 doz., 79c.

Packed in neat box—and easily worth \$1. Initials and hemstitched. A gift any man'll appreciate.

\$1 Scarfs, 50c.

In large folded squares—can tie as four-in-hands, Ascot or puff.

Fancy Suspenders, 50c.

Smoking Jackets, \$5.

\$5 Bath Robes, \$3.90.

Silver-Mounted Umbrellas, \$1.

Mufflers, 25c.

Full Dress Protectors, \$1.

\$5 Dress Suit Cases, \$3.90.

25c. Patent Folding Coat Hangers, 9c.

"Money's Worth or Money Back."

D. J. KAUFMAN,

1005-7 Pa. Ave.

Natural Whiskey

Established 1810

OLD OVERHOLT

---PURE RYE---

"Bottled in Bond"

Age—
Quantity—
Quality.

Always full measure—

—ASK FOR IT—



de13-1131

O'Brien Beats McKeever.

For the fourth time since his trip to England, where he won all sorts of championships, Philadelphia Jack O'Brien met Charles McKeever last night in the Quaker city. The scene of action was the Washington Sporting Club. On points there can be no question who had the better of the bout. It was O'Brien's, but it cannot be truthfully said that Jack enhanced his reputation a little bit by outpointing the man whom he settled in a round on the occasion of the last meeting. Nor was the bout a satisfactory one from the spectacular point of view. There wasn't enough action in it to suit the ardent seekers after gore, and at the end of the fourth some of the thoughtless ones vented their displeasure by hissing an entirely uncalled for proceeding, for the reason that both boys were doing their utmost to win, and win decisively. O'Brien landed the offense and scored a clean knockout, besides drawing visible supplies of claret from McKeever's bank; but taking the punches in their entirety quite landed by McKeever had more heart behind them. He appeared to count heavily every time he hit Jack about the body, and on several occasions Jack held longer than there appeared any occasion for.

Duffy May Compete.

It is expected that Arthur Duffy, the Georgetown sprinter, will run his first race in America since breaking the world's record for the 100-yard dash at the indoor games of the greater New York Irish Athletic Club at Madison Square Garden, New York, December 27. The entry of the southern flyer is cordently expected. The feature of this meeting which is attracting the most attention is the four-mile

relay race between the University of Pennsylvania, representing Philadelphia, and the New York Athletic Club, representing New York. The Quaker runners will be George Orton, Irving Orton, A. C. Bowen and J. K. Ballila, while their New York opponents will be Alexander Grant, the former red and blue athlete; A. C. Newton and two others yet to be selected. The Pennsylvanians are expected to win.

Memorial to Ensign Breckenridge.
A bronze tablet has been placed in the chapel at the Naval Academy to the memory of Ensign Joseph Cabell Breckenridge, United States navy. The tablet has the bust of the late ensign. Underneath is the following inscription:
"In memoriam Ensign Joseph Cabell Breckenridge, protomartyr of the war with Spain; born at Port Monroe March 6, 1872; washed overboard from United States torpedo boat Cushing February 11, 1898, while carrying dispatches to U. S. S. Maine in Havana harbor. Both sure and steadfast."

Northern Indians on Warpath.

A dispatch from Dawson says: Much excitement and apprehension prevails at Whitehorse and various points along the line of the new government trail over the report that a band of Hlaxo Indians has taken the warpath in the region between the Little Salmon and Petty rivers. A score is reported to have been killed and burned and the storekeeper killed and another man fatally injured. Maj. Cuthbert has been notified, and says of confirmation of the news of the outbreak is received he will leave here for Selkirk immediately with fifty men. It is stated that 150 to 200 Indians are in the hostile party.

SPORTS OF ALL SORTS

Saengerbund Easily Outbowed the Takoma Parks.

WON THREE STRAIGHT

AMERICAN LEAGUE CAN RENT MANHATTAN FIELD.

New Orleans Races—O'Brien Outpointed McKeever—Czar After "Ring-ers"—General Notes.

The Washington Saengerbund bowling team resumed the place in the District Bowling League to which it has often previously been accustomed by defeating the Takoma boys in three straight games last night. The suburbanites were accompanied to the Saengerbund alleys by a crowd of friends who hoped to see their favorites shake off the hoodoo which has so persistently followed them since their entry to the District league.

Their only reward was in witnessing the fine exhibition on the part of the home team, which put up a series of fine scores and in the third game went after the high score record of 200 in very lively fashion, falling a few pins short of that mark, however. Brugger gave a very unusual performance in the second game, by running ten spares, it being the first time in several years since this feat was performed in Washington.

In addition to this Brugger averaged well and led his side for the best series of games. He was well supported by all of the five and they were only one small game in the entire evening on the Saenger's slate, this being made by their little giant, Miller, when he scored but 144 in the second game. The Takomas were lamentably weak throughout the match, though George secured one good string—that of the second game.

The scores follow:
FIRST GAME.
Saengerbund. St. Sp. Sc. Takoma Park Club. St. Sp. Sc.
Burdine. 3 4 162 Jarvis. 1 3 148
Lowe. 2 4 162 Fisk. 0 3 103
Scheurman. 3 8 174 F. Favorite. 1 0 83
Miller. 5 8 183 C. Gosorn. 1 4 130
Brugger. 2 6 180 Miller. 2 2 117
Totals. 14 24 861 Totals. 8 16 844

SECOND GAME.
Saengerbund. St. Sp. Sc. Takoma Park Club. St. Sp. Sc.
Burdine. 3 4 162 Jarvis. 1 3 133
Lowe. 4 4 170 Fisk. 1 2 111
Scheurman. 3 8 174 F. Favorite. 1 0 83
Miller. 5 8 183 C. Gosorn. 1 4 130
Brugger. 2 6 180 Miller. 2 2 117
Totals. 10 20 838 Totals. 10 12 664

THIRD GAME.
Saengerbund. St. Sp. Sc. Takoma Park Club. St. Sp. Sc.
Burdine. 3 4 162 Jarvis. 1 3 113
Lowe. 2 4 162 Fisk. 0 3 103
Scheurman. 3 8 174 F. Favorite. 1 0 83
Miller. 5 8 183 C. Gosorn. 1 4 130
Brugger. 2 6 180 Miller. 2 2 117
Totals. 15 25 825 Totals. 8 18 617

Tomorrow night there will be a league match at the Golden Eagle alleys, Carroll Institute competing.

The standing of the clubs follows:
Saengerbund. Won. Lost. Pct.
Golden Eagle Bowling Club. 13 5 .722
Jolly Fat Men's Club. 10 6 .625
Carroll Institute. 10 6 .625
So. Wash. Business Men's Club. 6 9 .400
Takoma Park Club. 1 17 .053

Interiors' Bowling Won.
High-class bowling was the feature of the contest between the Interior and War teams of the Departmental League at the Palace alleys last night. The Interiors were in remarkable form, and in the entire set of three games, all of which went to their credit, they did not once fall under the 900 mark. The War team, on the other hand, did not do so well, but the brilliant work of the Interiors swept them off their feet and enabled the latter to place three straight games to their credit. In the third game, Cogan of the War team knocked over 220 pins and gained the top score honors of the evening.

Following are the scores:
INTERIORS. First. Second. Third.
Garrett. 160 191 183
Livingston. 160 190 189
Lennon. 160 189 190
Bunn. 162 161 201
Rice. 163 161 192
Totals. 624 622 627

WAR. First. Second. Third.
Gorman. 176 177 199
Tonner. 135 202 143
Cogan. 183 147 220
Williams. 137 144 171
Allen. 121 151 148
Totals. 782 809 880

Railway Relief Bowlers.
In the Railway Relief Association League the Metropolitans and Roadway teams were the contestants, the former winning two of the three games bowled. The scores were close enough to maintain the interest throughout. Anderson of the "Mets" secured the top score of the evening by toppling over 174 pins in the second game.

Following are the scores:
METROPOLITANS. First. Second. Third.
Patterson. 147 114 109
Clark. 123 107 107
Anderson. 163 174 170
Dodson. 102 124 180
Hamel. 110 143 141
Totals. 649 742 690

ROADWAYS. First. Second. Third.
McConnell. 128 131 123
Neill. 165 107 105
Riverson. 168 144 149
Stauffer. 105 148 113
Shaffer. 125 121 149
Totals. 730 671 630

CAN HAVE MANHATTAN FIELD.

Magnate Brush Willing to Do Business with the American League.

President John T. Brush of the New York club and President Ban Johnson of the American League were the only two base ball magnates left in New York yesterday. All those who attended the National League meeting, as well as Somers and Kilfoyle, the American leaguers, departed on Saturday and Sunday, and President Harry Pullman of the National League and Manager John McGraw of the New Yorks came south together Sunday night.

Brush is still speculating on where the New York American League grounds are to be located. Yesterday he made the statement that the American Leaguers can rent Manhattan Field if they desire to do so. "I know that several National League clubs," said Brush, "are willing to let the American League assume the responsibility of paying the rent of Manhattan Field. So far as the New York club is concerned there would be no objection."

Speaking of the coming peace conference between the two big leagues Brush said: "I am in a hurry," he said last night, "that I cannot satisfy the united curiosity as to the location of the American League grounds in New York city. Possibly I will be in a position to do so when I get back there in a week or so."

NEW ORLEANS RACES.

Outsiders Easily Beat Out the Favorites.

It was so warm in New Orleans yesterday that top coats were discarded and straw hats and shirt waists were in evidence at the crescent city track in the afternoon. A delegation of eastern racing men, comprising "Honest John" Kelly, "Sinner" Diemel, "Bob" Davis and others, arrived yesterday, and were so charmed with the warmth of the sun, after the bleak, cold weather in New York, that they sang in the Good Old Summer Time with great fervor.

In strong contrast to the delightful

weather was the wretched condition of the track. It was heavy with mud and without secure footing except on the "path." The racing consisted mainly in a sprint for the front place on this strip. The path once reached, the race was practically won by the leader.

Outsiders were in great form. With the opening race, form players began to lose and this kept on steadily, increasing the bookmakers' bank accounts with each succeeding event.

The first race went to Meran, who won with scarcely a bet on him at 25 to 1. Major Tenny, who finished second, did not afford any joy to the majority of the bettors, as he was at 30 to 1.

Shandonfield, at home in the mud, galloped off with the second race. He tipped his field all the way and won in a romp. Worthington, the 3 to 5 favorite, was never a factor in the struggle at any stage.

John Peters ran off with the handicap, and the backers of Gannon's mounts cashed. J. W. Schorr won another race with Harry Wilson, who beat his field cleverly for the fifth event.

The stewards here decided to give T. Welsh another chance, and they gave orders yesterday that he could accept mounts.

Looking for Challenges.
Several members of the Le Droit foot ball team have made statements stating that they had sent a challenge to the Second Maury team, and had not received a reply.

This the Maury's deny, and wish to state that the Maury's are willing to play the Le Droit Park team, or any other team averaging 115 pounds. Send all challenges to Frank H. Linthicum, 115 11th street north-east.

Czar After "Ring-ers."

The Czar of all the Russias is having trouble with "ring-ers." Somebody in his country is campaigning a big gray trotting horse that is taking every purse and stake in sight under the name of Russian Boy.

A royal sleuth of the Russian trotting turf thought he recognized in the winner an American horse named William C. K. that in 1895 took a mark of 2:12.

William C. K. was sold to foreigners by A. M. Kipy of Detroit and Bob Fitz, his trainer, Jeff Cunningham, have been summoned to Russia by the czar, all expenses paid and a bonus besides, to identify the horse.

William C. K. was never heard of again. The big gray that under suspicion appeared and won \$25,000 for Russian bred horses.

Big Purse for Fitz and Ruhlman.

Billy Madden's efforts to bring about a struggle between Gus Ruhlman and Bob Fitz, the two big gray trotting horses, has resulted in a big purse for the prospective mill. Ever since the encounter was first broached Madden has received a number of offers, the latest coming from a club in Chicago. They got word of it in New York to give a purse of \$7,000 or 50 per cent of the gate receipts for a six-pound bout between Ruhlman and "Lucky" Bob. The name of the club was time in February. This is \$4,000 more than the Penn Art Club of Philadelphia is willing to give. It is estimated that the result of such a battle would not be less than \$30,000, for Chicago just now is an excellent stamping ground for glove contests. Madden will be glad to accept the offer, the thing necessary now to clinch things is for Fitz to accept. The offer has been mailed to him and he may be heard from any day. It is understood that there will be no objection by the authorities to this mill, as both pugilists are well liked in the windy city. It is also understood that the result of the bout will grant a permit in case it is ratified.

Must Revise Schedule.

Messrs. Somers and Kilfoyle, the Cleveland base ball magnates, reached home yesterday from New York, where negotiations for peace between the two leagues were commenced last week.

"The prospects for reaching an amicable working arrangement between the two leagues at the coming conference," says Mr. Kilfoyle, "is very bright. The playing schedule of the National League will almost certainly be revised in order to avoid conflicting dates. All litigation and controversy over players will be dropped. The American League has never signed a player who had a bona fide contract with the National League. As a result we will not be required to release a single player."

On the other hand, every contract with our players will be carried out, regardless of the salary involved."

General Sporting Notes.

Pink Coat, the American Derby winner in 1898, is now in the stud at Paris, Ky.

Very flattering offers for the services of Gannon and Rice to ride in France have been declined by Mr. Bell, their employer. Joe Bernstein of New York and Jimmy Briggs of Chelsea, Mass., have been matched to fight twelve rounds at 125 pounds, before the Criterion Athletic Club of Boston on December 18 or 19.

Jockey Danny Maher, recently returned from a successful season abroad, has given up a share of his earnings to be used for the establishment and maintenance of a bed in the Hartford (Conn.) Hospital. This

SHOE-BALANCE.

A SHOE is only as good as its worst part.

Its worst part is sure to be placed where the eye cannot detect it.

The hidden parts of a shoe are those which stand for durability and shape retention.

—Poor insoles, which no Consumer investigates.

—Poor outsoles, which are concealed beneath paint and finish.

—Poor lasting, which does not take the stretch out of leather.

—Poor stitching, which cuts partially through welt and insole.

These are the weak spots of shoes which are merely good looking, and these weak spots cannot be easily detected before purchase.

Such shoes are made to sell—not made to wear.

Direct responsibility of Tanner and Maker, to wearer, is the only check upon such superficial shoe-making.

Regals are made by the Regal factory, from leather produced in Regal Tanneries, and they are sold only from 45 Regal shoe stores at a uniform price fixed by the Makers, viz:—\$3.50.

The makers of Regal shoes are thus directly responsible to you for any hidden fault, and therefore guard against such fault, by using the materials of \$6.00 shoes in every pair of Regals which are sold to you direct at \$3.50.

They put genuine oak soles into every pair—and prove it, before you purchase, by the removable seal on the bottom—the "Window of the Sole."

Eight widths and 18 half sizes—making 144 fittings in each style.

Mail order catalogue on request.

Washington

Store,

1003 Pa. Ave.



REGAL

OAK SOLE SHOES

Sold only in 45 Regal Stores from New York to San Francisco and London. Also by mail.

Washington

Store,

1003 Pa. Ave.

A Barrel of Whiskey FOR \$3.00

DELIVERED BY EXPRESS PREPAID
A MOST SUITABLE XMAS GIFT

Guaranteed
SEVEN
YEARS
OLD.



Shipped
Direct from
Distillery to
Consumer.

On receipt of \$3 we will send by express prepaid, one gallon barrel of our celebrated seven-year-old F. B. P. Whiskey, 100 per cent proof; each barrel has a neat brass spigot and packed in a plain case. We guarantee this Whiskey equal to any \$6 quality. We ship direct from our distillery to the consumer, at wholesale prices. Try a barrel. We also ship in our Baby Barrel 55 other varieties of Wines and Liquors.

Write for our circular containing full list of goods we put up in our celebrated Baby Barrel. Or we will ship 2 full quarts of our Maryland Rye, express prepaid, for \$1. Specify when ordering whether you wish a Baby Barrel or 4 full quarts.

FREE FREE

This Handsome Xmas Gift Free!

To all our patrons sending us an order for either of the following "GREAT HOLIDAY COMBINATION OFFERS" we will present, ABSOLUTELY FREE, this handsome Cut Glass Wine Decanter (filled with wine) and the six Wine Glasses, which will be securely packed with your order in an unmarked case!

Or Six Genuine Rogers Silver Teaspoons.

\$6 Offer



We will give you FREE with the above \$6 Combination this fine decanter filled with choice wine, and six wine glasses or six Genuine Rogers Silver Teaspoons—all packed in a plain case, delivered by express, charges prepaid.